



CHAMPION CALLERS—Top winners in the 1981 World Livestock Auctioneer Championship held at Saint Paul Union Stockyards, So. St. Paul, Minn., recently, are: World Reserve Champion Bud Knight (left), Sturgis, S.D.; World Champion, Doug Jagers, Rushville, Neb.; World Runner-up Champion, a tie between Keith Sathoff, Creighton, Neb., and James Carrithers, Johnson, Kan.

Breeder says new fence stronger, safer than old barbed wire fence

Arabian horse breeder Ralph Dever recently completed the West Coast's first installation of the high tensile wire fence system. The high tensile system was originally developed on the vast sheep, cattle and horse ranches of New Zealand and Australia.

Pressure creosoted posts, in combination with high tensile galvanized steel wire possessing nearly twice the breaking strength of two-ply barbed wire, comprise the principal components of the "HTF" system, supplied by Koppers Company, Inc. (HTF is a Koppers trademark).

The wire, developed by U.S. Steel Corp., is 12 1/2 gage "USS Max-Ten 200" with a tensile strength of 200,000 lb. per square inch. "Apart from all its other attributes," Dever assesses, "the new system is clean and uncluttered in design, is easily and rapidly installed, and requires an absolute minimum of maintenance."

Because of its high tensile strength the newly developed Max-Ten wire is capable of being pulled up tighter along an entire fence line, resulting in a straight-

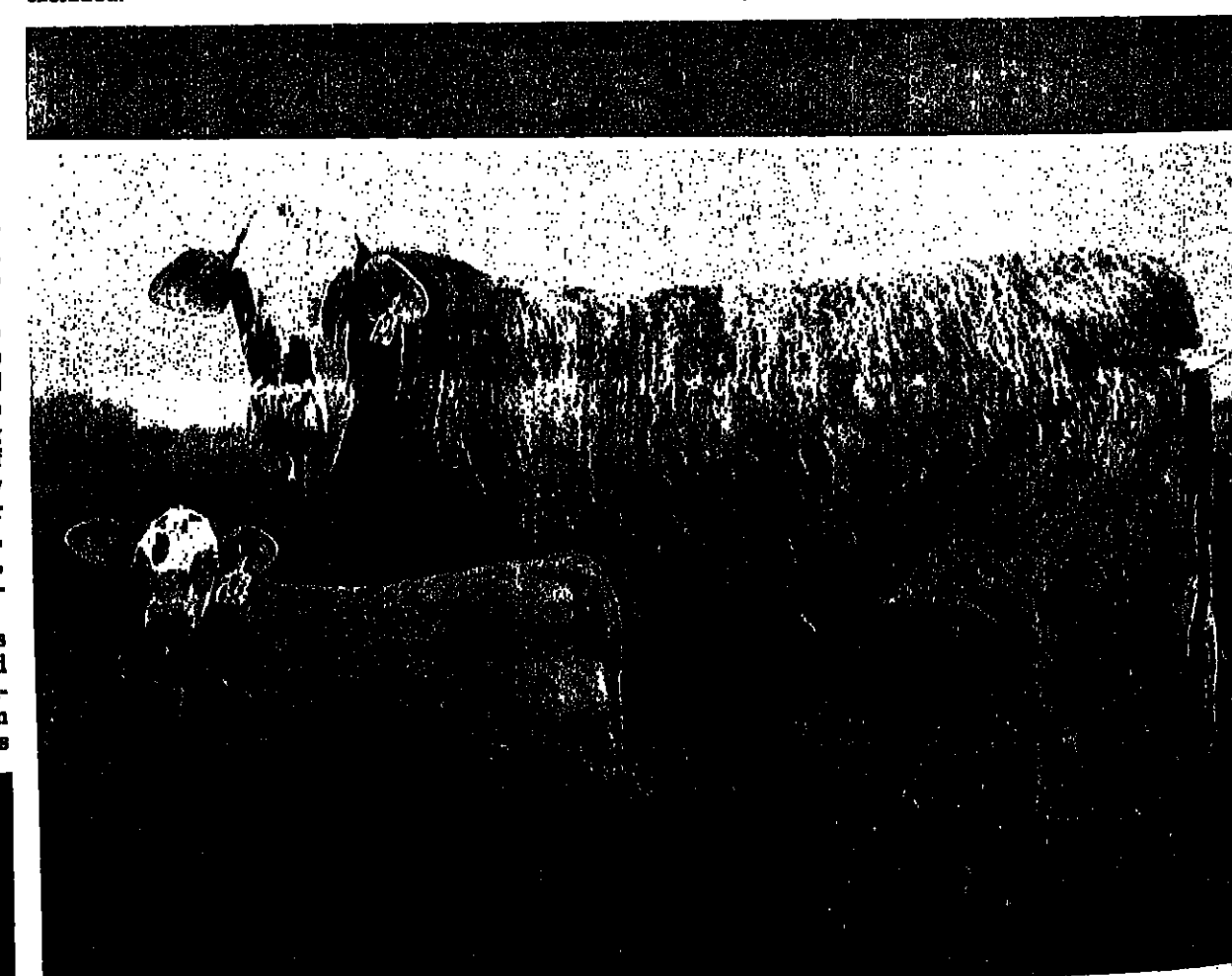
er, more effective barrier with no loose or sagging wires to serve as starting points for stretching and breaking, and ultimate penetration by livestock or predators.

The wire has Type III galvanizing, which means a coating of zinc at least 250% heavier than most brands of barbed wire and woven wire. The heavier coating can extend wire service life up to 35 years in humid regions, and to more than 50 years in relatively dry climates.

Round, pressure creosoted wood posts with a high strength-to-weight ratio and with no sharp edges to kink wires at corners or to injure livestock, provide the most suitable material for use with the high tensile wire. Pressure creosoting provides up to 40 years of resistance to damage by weather, termites or other wood destroying insects, soil bacteria, decay fungi, soil or agricultural chemicals.

The new system permits the use of smaller posts and makes possible the extension of spacing between conventional line posts to as

much as 60 feet on level terrain by installation of pressure treated hardwood lattons, or "Droppers," between the posts. Also, the individual wires can be selectively charged or grounded, depending upon the kinds of livestock to be contained, or predators excluded.



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Obituaries

JOHN B. COLLIER, JR.

John B. Collier, Jr., a well-established businessman and founder of the Collier Diamond C Ranch near Stephenville, Texas, died recently in a Fort Worth hospital after a brief illness. He was 85.

A member of a pioneer Fort Worth family, Collier formed the Fort Worth Poultry and Egg Co. in 1921. The company quickly became one of the major processors of dairy and poultry products in the country.

In 1939, he purchased the ranch near Stephenville, using performance testing and an eight-gate method of genetic evaluation. Collier Diamond C now boasts more than 12,000 acres.

Collier served as president of the Exchange Club, which presented him with the Golden Deeds Award in 1976; an award given annually by the club to a person who has made outstanding contributions to both business and community.

He was the recipient of the Golden Award in 1988 from the poultry and dairy industry, the golden emblem from the American Meat Institute also in 1988 and the golden award from the Pacific Coast Butter and Egg Association in 1989.

Collier was a director of the First National Bank of Fort Worth, Texas Employers Insurance Co. and The Tandy Corp. He also served as the vice president and director of the Southwestern Exposition and Fair Stock Show in Fort Worth the last three years of his life.

Collier is survived by his wife, Ruth, two grandchildren, and six great grandchildren.

WILBUR HARTZELL

Wilbur W. Hartzell Sr., noted Cayucos, Calif. rancher, died recently in a San Luis Obispo Hospital. He was 77.

Born in Minneapolis, Minn., Hartzell moved to California in the 1920's and attended Cal Poly before he moved to Cayucos in 1927 to start in the dairy business. In 1943 he switched his business to beef cattle.

He was the county Cattleman's Assn. "Cattleman of the Year" in 1970. He was a member of the Cattleman's Assn. and had served as county and state director in his career with the organization.

He was also a member of the San Luis Obispo County Farm Bureau, served on the county Agriculture Stabilization and Conservation Committee and the county Agriculture Liaison Board.

Hartzell is survived by his wife, Mary (Blaginski); two sons, W.W. Hartzell, Jr., Templeton; and Charles, Cayucos; a daughter, Joanne Mattison, Salinas; a sister, Mrs. J.P. Polhemus, Walnut Creek; 12 grandchildren and 8 great-grandchildren.

EUGENE SHUMAKER

Eugene C. Shumaker, retired founder and chairman of the Everman Manufacturing Co. of Denver, died recently at his home in La Jolla, Calif. He was 94.

Shumaker founded Everman, a pioneer producer of food forming and related agricultural equipment, in 1929.

He was born March 5, 1887, in Fullerton, Neb., and was raised and educated in Fremont, Neb. Before moving to Denver in 1929, he was a banker in eastern Nebraska and northern Colorado.



Shumaker

After founding Everman Manufacturing, he directed its daily operation of the company until he moved to California in 1952. There, he owned and operated the 7,000-acre El Niguel Cattle Ranch in Orange County. He retired in 1969.

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Comments

While on our pre-tour trip last June along the route we'll follow for the Southwest Ranch Study Tour through west Texas and south-eastern New Mexico (starting from El Paso Oct. 14 CROW and returning there Oct. 19), there were literally thousands of steers in feedlots being custom fed for Mexican cattlemen.

Now our agricultural attache confirms the demand for beef in Mexico puts carcass prices in that country far ahead of ours—\$132 a cwt. compared with a Midwest price of \$113 for choice last week.

CNS quoted our attache as saying a reliable source in the Mexican government had confirmed that Mexico is importing beef from the U.S. and may continue importing U.S. beef indefinitely to keep pace with growing Mexican beef demand.

These imports may simply be an effort by the Mexican government to force domestic producers and wholesalers to lower their prices from what the government considers to be artificially high levels, the attache said. However, it is more likely the imports stem from the government's recognition that Mexican domestic beef production is not keeping pace with demand, he added.

Permits were granted for 10,000 carcasses and about 4,000 have already crossed the border from the U.S., the attache said. Moreover, his source indicated that Mexico's Rural Credit Bank requested import permits from the Secretary of Commerce for 40,000 beef carcasses to exert downward pressure on domestic beef prices.

The attache said most of the imported U.S. beef is reportedly coming from the Amarillo, Texas area and is being shipped directly to the Mexico City market.

"We have read that Mexican cattlemen have objective of the plan is not simply to increase beef consumption," he said, but to

Food Safety:

Congress considers newest reform bill

Senators Orrin Hatch (R-Utah) and Jesse Helms (R-N.C.), have introduced legislation that would substantially alter current U.S. food safety laws.

The bill would amend the four principal food safety laws—the Federal Food, Drug and Cosmetic Act, the Meat and Poultry Products Inspection Act and the Egg Products Inspection Act—to give regulators more options in the regulation of potentially harmful food ingredients. The legislation has widespread support in the U.S. food industry, reports CNS.

A similar bill was also introduced into the House. Under the legislation, a

food additive would be deemed safe if it posed no significant health threat to humans. Thus, the legislation would not require the banning of substances proven to pose inconsequential health risks, according to Hatch.

The legislation also would empower the U.S. Food and Drug Administration to allow the phase-out of a potentially harmful substance used in food rather than requiring an outright ban on its use.

The legislation would place potentially hazardous food additives with a long history of use and for which there were no substitutes in

(Continued on page 7)



"Aaahh!"... note the sheep industry has a 26-year decline in burs. John Huston, of the Nation and Meat industry.

Range policy proposes selective management

A draft rangeland management policy proposed by the Interior Department's Bureau of Land Management would establish a selective management system for administering the nation's 170 million acres of federal rangeland, reports CNS.

According to the bureau, these rangelands provide grazing for an estimated 4.4 million head of livestock.

Under the proposed selective management system, which has not been signed by Interior Secretary James Watt, the bureau would group areas with similar characteristics into one of three management categories.

The assignment of individual grazing allotments to the three management categories would be determined by whether BLM's management goal for that allotment would be to improve, maintain or prevent the deterioration of the rangeland within that allotment.

Once the bureau had categorized all rangeland allotments, it would determine the appropriate grazing management actions required to meet these goals.

Since the allotments in the improvement category would have the most potential for increased forage productivity and return on investments, the

bureau would focus its most intense grazing management efforts on these lands.

BLM said one of the purposes of the proposed selective management approach is to establish a priority ranking for funds available for rangeland improvements. The use of funds appropriated by Congress under the Federal Lands Policy and Management Act would be concentrated on allotments in the improvement category.

Under the proposed policy, range improvements on lands where the bureau's goal was to maintain or prevent deterioration would be funded through private investments and range betterment funds—which constitute 50% of the total grazing fees collected by BLM. The policy would also give BLM state directors wider latitude in determining how to allocate discretionary range betterment funds.

The policy is designed to streamline the process of preparing the Environmental Impact Statements required by law before the bureau can implement proposals that would significantly affect public land use. The bureau currently is under court order to prepare 144 site-specific Environmental Impact Statements covering 170 million acres of public range by 1988.

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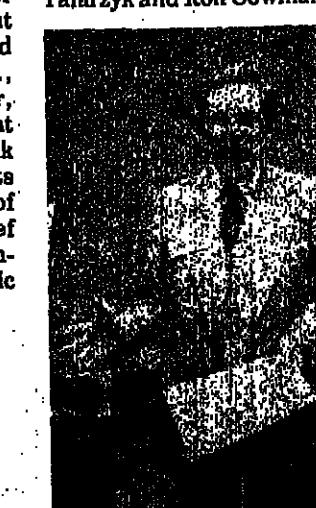
Vol. 60, No. 38

Ohio marketing firm outlines \$7.86 million ad campaign

By CAROLYN J. HURST

State and national beef promotion leaders met in Denver recently for the unveiling of Management Horizon's consumer marketing, advertising and promotion plan for 1982.

The Columbus, Ohio, marketing firm was hired by the Beef Industry Council (BIC) of the Meat Board in February to coordinate a national promotional campaign for the beef industry. Presenting the eight-section plan were Dr. Wayne Talarzyk and Ron Cowman.



Talarzyk

"We're looking at 1982 as a new beginning," said Talarzyk in opening remarks. The overriding objective of the plan is not simply to increase beef consumption, he said, but to

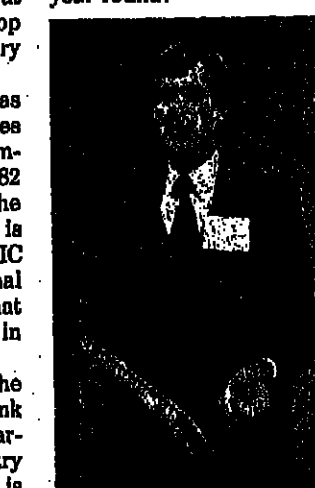
American Meat Institute; 3) consumer surveys by Management Horizons; 4) interaction with industry people around the country and at the Kansas City workshop in March; and 5) library sources.

Talarzyk said enough was learned from those sources to make "specific recommendations for the '82 campaign." However, he added more information is needed and urged the BIC to conduct a national consumer study. "That should be a high priority in '82."

In order to make the switch from red to black ink in industry ledgers, Talarzyk said the beef industry needs to realize that it is competing with a variety of sources for the consumer's dollar—other protein foods, non-meat foods, non-food necessities and pleasure purchases. He warned that the industry must also recognize and address changing consumer lifestyles—the bulk of growth will be in the 25-44 age group; more women are working outside the home; two-income households; single households and family incomes are increasing; consumers are better educated, demand more leisure time, and are health and value/price oriented.

The industry needs to make a "long-term commitment," he said, but to

the roller coaster," said Talarzyk citing the current trend to promote only when prices are low and not year-round.



Cowman

Talarzyk said promotional efforts must be directed to both light users (to increase consumption) and heavy users (to protect current consumption levels). He also stressed the need to work closely with retailers. By combining their promotional efforts with the beef industry's "you can greatly increase the bang for your buck," he said.

Talarzyk outlined the four major positioning appeals he feels the industry should include in their 1982 campaign: 1) the price/value aspect of beef should be stressed; 2) beef's convenience and time sav-

FDA to propose voluntary labeling

The U.S. Food and Drug Administration plans to propose voluntary guidelines for sodium content labeling of foods, FDA Commissioner Arthur H. Hays told a group of food manufacturers in Washington D.C.

Reports CNS, Health and Human Services Secretary Richard Schweiker told the group he believes that voluntary industry efforts to provide sodium content labeling and reduce sodium content of foods could be as

PAPER (priority handling)

PAPER (priority handling)

Despite beef trade, prices hold steady

THE BEARISH EFFECTS of erratic, lower beef trade were more than offset by the needs of buyers to fill requirements from the very 'current' supplies of available finished steers and heifers, reports CNS. The best demand continues to center on reduced numbers of choice steers over 1125 lb. and choice heifers over 950 lb., but supplies of these kinds are narrow enough that buyers are often forced into purchases of lighter weights.

Beef packers will slaughter Friday, but federally inspected slaughter is expected to be under 90,000 head. Slaughter steers and heifers ruled steady to higher despite the beef trade decline. Midwestern terminal markets were mostly \$5.50-1.60 higher while most Western markets were steady to \$1 higher.

OKLAHOMA CITY STEERS md. frame #1 425-500 lb. \$64.20-86.76; 500-600 lb. \$63.50-64.50; 600-700 lb. \$64.65; 700-800 lb. \$63.70-64.50; 800-900 lb. \$61.80-83. Heifers md. frame #1 375-500 lb. \$65.60-66.50; 500-700 lb. \$65.61; 700-800 lb. \$65.60-66.50; 800-900 lb. \$67.09-50; 900-1000 lb. \$63.05-66.50; 1000-1100 lb. \$67.09-50; 1100-1200 lb. \$63.05-66.50; 1200-1300 lb. \$67.09-50; 1300-1400 lb. \$63.05-66.50; 1400-1500 lb. \$67.09-50; 1500-1600 lb. \$63.05-66.50; 1600-1700 lb. \$67.09-50; 1700-1800 lb. \$63.05-66.50; 1800-1900 lb. \$67.09-50; 1900-2000 lb. \$63.05-66.50; 2000-2100 lb. \$67.09-50; 2100-2200 lb. \$63.05-66.50; 2200-2300 lb. \$67.09-50; 2300-2400 lb. \$63.05-66.50; 2400-2500 lb. \$67.09-50; 2500-2600 lb. \$63.05-66.50; 2600-2700 lb. \$67.09-50; 2700-2800 lb. \$63.05-66.50; 2800-2900 lb. \$67.09-50; 2900-3000 lb. \$63.05-66.50; 3000-3100 lb. \$67.09-50; 3100-3200 lb. \$63.05-66.50; 3200-3300 lb. \$67.09-50; 3300-3400 lb. \$63.05-66.50; 3400-3500 lb. \$67.09-50; 3500-3600 lb. \$63.05-66.50; 3600-3700 lb. \$67.09-50; 3700-3800 lb. \$63.05-66.50; 3800-3900 lb. \$67.09-50; 3900-4000 lb. \$63.05-66.50; 4000-4100 lb. \$67.09-50; 4100-4200 lb. \$63.05-66.50; 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PUREBRED SHOWPLACE

Runs 255 head on 312 acres. Tremendous improvements include owner's home, guest quarters, horse barn, kennel, duck ponds, year around flowing creek. Near Parma, Idaho. \$725,000.

SILVER CREEK RANCH

480 Acres: With over 1/2 mile on Silver Creek near Sun Valley. Great hunting and fishing. Approximately 160 acres irrigated. \$495,000.

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509 Acres: Front for nearly a mile on the Boise River near Parma. 340 acres heavily irrigated with balance in native grass. Will run 325 per acre better.

HIGH VALLEY RANCH

610 Acres: Beautiful mountain setting in high valley with meadows, creeks and timber. Year around access. Run 160-180 per acre for 5-6 months. \$765,000 with possible trade.

LEMMI RIVER VALLEY RANCH

980 Head: 2,900 deeded acres plus 16,500 acres state and private BLM. All contiguous. Lots of water plus trout farm netting over \$30,000/year. Beautiful setting south of Salmon.

WRIGHT-LEASURE CO.

Farm and Ranch Division

101 S. Capitol Blvd.

Boise, ID 83702

PHONE: 208/345-1842

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A FAMED RECREATIONAL AREA

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Woodland, Utah. Crystal Springs Ranch approximately 2,140 acres, 141 acres irrigated. Water River frontage, water rights. Some areas heavily wooded. A paradise setting. Paved roads. Price: \$2,400,000. Could be divided into summer home sites.

Hemlock, Utah. Eagle Ranch only 28 miles to Ogden on I-80. Approximately 3,557 acres of high country. Quakes and pines. Numerous springs and ponds. Good access, water rights. Could be resold in 40 acre parcels. Price: \$1,800,000.

Brochure available on request.

COLEMAN LAND COMPANY

Tom Finders

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NEVADA CATTLE RANCH

Approximately 1,720 deeded acres, 1,738 irrigated by creek through part of the ranch. FREE WATER. Private BLM and forest permit for 2,000 AU's. Pommel jacks deeded land. No building. Excellent range. Good winter range on deeded land. This low cost operation was established in 1954. \$2,125,000. Seller financing.

REGISTERED HORSE RANCH

Approximately 182 deeded acres. 2 new ranch style homes, new 2000 sq. ft. barn, 20 stall barn with arena, wash stall, office and equipment. Several outdoor paddocks. Barbed wire with water. A beautiful ranch, 6 miles from town in center of NORTH CALIFORNIA horse show country. \$224,000 with seller financing.

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CLOVER VALLEY RANCH & FARM

600 Deeded acres (550 acres with new center pivot irrigation). Excellent water. Flow, 3 bedroom house, 10 miles south of Wells, Nevada. Should produce 2,200 to 2,700 tons alfalfa hay. Plus 65,000 acres of railroad and BLM grazing lands. Price: \$870,000. Terms considered. Write: R. BROWN, Box 186, Wells, NV 89835 or phone: 702/782-3432.

NORTHEASTERN NEVADA CATTLE RANCH

300 Head year around cattle operation. A compact outfit with lots of potential. 950 acres of deeded land with numerous springs ranging on the property. BLM permit adjacent to ranch. Priced at \$500,000 with some terms available to qualified buyers.

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2,000 Acres grazing and recreation land. Located less than 10 miles from Wild Horse Reservoir. Pasture 300 head cattle for summer grazing season. Live stream runs length of property. County road access. Excellent summer home site. Priced at only \$150 per acre. Terms to qualified buyers.

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IDAHO RANCHES

1,700 PAIR, 2,800 deeded acres, \$3,400,000

SUN VALLEY RANCH, 980 acres, \$2,375,000.

800 PAIR, 3,600 SHEEP, 11,700 acres, \$2,000,000.

550 PAIR, 920 deeded acres, \$1,250,000.

400 PAIR, 1,300 deeded acres, \$900,000.

300 PAIR, 950 deeded acres, \$800,000.

200 PAIR, 280 deeded acres, \$240,000.

100 PAIR, 150 deeded acres, \$228,500.

Jerry Wortley, 208/336-3333

FENWICK REAL ESTATE, Boise, ID 83702

EASTERN NEVADA CATTLE RANCH

2,500 Head, carrying capacity, Nevada's most unique and efficient cattle operation. 8,000 acres deeded acreage. Mostly irrigated or sub-irrigated meadows. 400 acres grain and alfalfa with potential for 400 more. Excellent improvements. 4 sets headquarters buildings, 2-story, owner's home. Modern shop, large garage, 3 other excellent residences. Whole lot modern equipment. One of the best outfits in the west. Cattle winter on white sage and grass, summer on meadow. Weaning weight 400+ plus. Must see to appreciate. Priced at \$6,000,000. Can be divided into smaller units, 500 to 1,200 head. BLM allotment all private. Shown only to qualified buyers.

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John Carpenter, Licensed Real Estate Broker

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THE ONE

• 240 Deeded acres

• 168 Head BLM out the gate

• 230 Acres irrigated hay

• 275 Head capacity

• Excellent improvements

• Colored broodmares

• Near Sun Valley

• \$380,000 EZ terms

Other ranches from 150 head to 2,000 head. Complete brochures on request.

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COLORADO RANCHES

10 of the best in the most beautiful part of western Colorado near the West Elk Wilderness. Also several homes and small acreages.

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917 Acres ranch, 15 miles southeast of Pinedale, 533 acres irrigated. 500 AU's or 175 with hay to sell. Good improvements, newer home, \$500,000, terms. Mountain Realty Box 547, Pinedale, WY 82941. 307/387-2888.

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REAL ESTATE

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Ranches—Businesses—Acreage. Our business is to find the special place for you. Could we help you?

Don or Cal Alsbury

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MEBA, COLORADO: Good, 60

acres and home in western Colorado's beautiful Plateau Valley. Irrigated meadows, water rights. 2 streams and deer on place. Great view and short distance from oil shale development. Additional 40 acres available. For details, write: Tomlinson Real Estate, Colorado, 303/487-3541.

COLORADO MOUNTAIN

CATTLE RANCH

60,000 Acres with 800 acres deeded. 6,000 to 9,000 level non-irrigated national forest and BLM permit for 515 head. Absolute private allotment. Approximately 10 miles of fences. Balance of property lines are natural barriers. Private water allotment. Trout streams, excellent fishing. Deer and elk hunting. Very specific and pleasant. Very fine winter location. WW and/or cowboys. Goodness: \$1,950 per cow unit.

PHONE: 303/242-7268

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HANK DESCHENES, Ranch & Land Broker

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1,500 ACRE SCENIC, Montana

Bearfoot Mountain, foothill ranch. 150 irrigated, year around creek. Good improvements. \$530 per acre. Phone: 408/445-2355.

40 ACRES OF BEAUTIFUL

mountain property. 13 miles north of Weston, Colorado with plenty of pine and blue spruce. \$40,000. Ross McGowan, Rt. 2, Leoti, KS 67881. Phone: 316/375-4410.

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4 Miles from Pine Bluffs. Combination livestock and crop operation on 1,520 deeded acres. 700 head feedlot with room for enlargement. Successful growing history on potatoes, beans, corn, small grains and alfalfa. 3 sets of good improvements. Excellent water. 10 wells. 50% of owned mineral rights go with property. Oil production on adjacent property. Farm is 35 miles east of Cheyenne. For more information, call: Burt Grieve.

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107 Acres. The present owner has taken both deer and elk from this small ranch. Fishing on the property too.

233 Acres with a lodge, cabins, homes, hunting permits on the forest. Now run as a guest ranch, could be a hunting eat-up supreme.

1,440 Acres east of Slater. Trophy deer and elk have been taken from this area.

4,000 Plus acres for the investor or group of investors. Hunting, fishing and all the extras of a working cattle ranch.

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Congress considers newest reform bill

(Continued from page 1)

a special category, allowing federal regulators to regulate their use according to their relative risks and benefits.

The bill requires food safety decisions to be based on judgment of an additive's risk to humans and permits, but does not require regulators to use risk-assessment techniques in arriving at such judgments.

The legislation would retain the controversial Delaney Clause but would somewhat weaken it by excluding food additives deemed to pose no significant health threat to humans. The Delaney Clause of the Food, Drug and Cosmetics Act requires a total ban from the U.S. food supply of additives shown to cause cancer in laboratory animals.

According to Hatch, current food safety statutes are antiquated, because they sometimes force regulatory agencies to make decisions widely perceived as irrational or against the public interest. He said that because absolute safety is impossible to achieve, food safety law should instead concentrate on identifying

and limiting significant risks.

Hatch said FDA's inability to deal effectively with controversies surrounding the use of substances such as saccharin makes clear that food safety laws need greater flexibility. Such flexibility will allow food regulation to keep up with advances in technology, he said.

Current food safety laws generally are based on the premise that ingredients that do not pose a zero-risk of harm should not be present in foods.

The legislation is expected to draw opposition from consumer groups, many of which support the Delaney amendment in its current form and want no change, or only minimal change in current food statutes.

ICC seeks views

The Interstate Commerce Commission (ICC) has asked for public comments for use in compiling a study to assess the success of the Motor Carrier Act of 1980 in eliminating extortion in the loading and unloading of trucks transporting perishable commodities such as meat and vegetables, reports CNS.

SOUTHWEST

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800 COW RANCH

• Southern Arizona

• 4,880 Deeded acres

• 28,600 State lease

• 100 Acres irrigable

• Real estate depreciables estimated at \$480,000.

PRICE: \$1,850,000. Includes equipment.

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RANCHES or PASTURE

WANTED 15

For 50-100 pairs, long and short term year. Around northern California preferably—Butte, Nevada, Placer, Sierra, Tehama, or Yuba Counties. \$16/432-1875.

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Our client wants to lease large cattle ranch.

• 2,500 to 5,000 Head

• Will purchase cattle on ranch

• Will pay cash lease

• Very good operator

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